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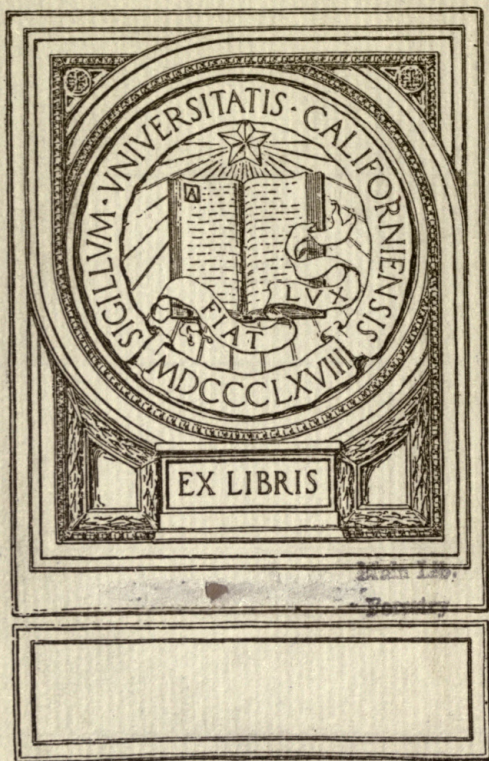
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The
Hardwood Manufacturers'
Institute

*Its purpose and organization
Constitution and By-Laws*

Temporary Offices: Memphis, Tenn.

1922



THE HARDWOOD MANUFACTURERS' INSTITUTE WHAT IT IS

THE Hardwood Manufacturers' Institute is an organization composed of hardwood lumber producers or manufacturers. It is designed to be national in scope in respect to membership, and national—and even international—in the scope of the service it will render manufacturers and consumers of hardwood lumber.

While for obvious reasons its actual membership is confined to bona fide producers of hardwood lumber and hardwood forest products, it welcomes, invites and desires the views and the fullest sort of consultation and conference with all having knowledge of any branches of the subject, especially consumers using hardwood forest products, as it realizes that the best interests of both are indissolubly united, and that what is best suited to serve the consumer is the most desirable for the producer.

It realizes the imperative necessity of keeping the control and policies of the industries free from influences which prevent its serving best the interests of production, consumption and conservation.

THE WASHINGTON LUMBER STANDARDIZATION CONFERENCE.

Suggestions by Secretary Hoover.

The conference, national in scope, held by Secretary of Commerce, Hoover, with lumber manufacturers and representatives of consumers from all over the United States, was a development of first importance to all elements of the industry.

To this conference Secretary Hoover made suggestions for constructive action looking to

Simplification and standardization of nomenclature;

Simplification and standardization of sizes;

Provision for and standardization of ways and means for guarantees to the customers and the public; that is, for the adoption of appropriate means, such as grade marking the lumber, car cards showing quantity and quality of the lumber, etc., in order to assure the movement of the lumber from the mill to the consumer, without manipulation or change;

And a national instrumentality to provide, supervise, and administer the necessary inspection service.

Conclusions and Recommendations by the Conference.

The Standardization Conference enthusiastically approved the program suggested to it and in response to the suggestions made took the following action:

1. Recommended that the National Lumber Manufacturers' Association set up a competent committee with efficient engineering service, which should seek so far as possible to equalize grades in all woods, the said committee in performing its work to confer with and secure the advice of representatives of the consuming public, the Department of Commerce and other Departments of the Government.

2. Resolved that grade rules should be based on the needs of consumption and the ability of the producers with the timber available to satisfy those needs; that grades should be so made as to allocate the available supply to the various consuming industries in proportion to their needs and demands so that the products of the manufacturer may be utilized with the least waste and therefore at the lowest cost to the ultimate consumers.

3. Determined to recommend and work for the following program to the end that our industry, as a whole, may undertake to provide such inspection service and supervision for the manufacturers in all associations, and those they serve, as will guarantee the buyers of the product:

"1st. A. That all grading will be done by properly supervised and qualified graders or inspectors.

"B. That in case of complaint on account of the grade or tally of any shipment, official association reinspection will be available.

"C. That where buyers demand, and will pay the cost a certificate made by a certified association inspector will be furnished with each shipment so arranged for.

"2nd. To arrange for the placing in each car at the mill of a card giving grade and contents of car.

"3rd. If found practicable, to place an association grade mark on a sufficient portion of each shipment to protect the consumers or re-manufacturers from substitution. Said grade mark to identify the member mill by number, the Association it belongs to by letter or other copyrighted insignia, and the grade in plain nomenclature or easily understandable abbreviations thereof.

"4th. The purpose we desire to accomplish is to provide a commodity that can be merchandised and cannot be manipulated."

4. Recommended that The National Lumber Manufacturers' Association be designated and recommended as the responsible agency for developing and maintaining the contact by and between those who should collaborate upon the subject. The resolution was as follows:

"RESOLVED, That with respect to the program inaugurated by the Department of Commerce concerning standardization, simplification, guarantees to the public, and similar matters, that the contact between the lumber industry and the Departments of Commerce and of Agriculture and other governmental departments, the public and others interested be through the National Lumber Manufacturers' Association; and that the regional associations and others representing lumber producers keep the National Lumber Manufacturers' Association advised of the development and status of the program undertaken by this conference."

Hardwood Manufacturers' Institute in Complete Accord.

The Hardwood Manufacturers' Institute unanimously approved the work, accomplishment and purposes of the Standardization Conference, and created effective machinery to cooperate in and help carry to a successful conclusion the work it has undertaken.

The resolutions embodying this approval, and defining the policy of the Institute appear in full hereinafter in this pamphlet. Among other things it will be observed from these resolutions that the manufacturers are unanimous in their opinion that there is real need for a revision, reformation and re-formulation of the rules for the grading and inspection of hardwood lumber in the mutual interest of production, consumption and conservation.

It will be further observed that in working out this program, it will be done in a thorough and orderly way conserving the best interests of all—it is constructive, not destructive.

The Progress Being Made on the Standardization Program.

The National Lumber Manufacturers' Association, immediately following the adjournment of the Standardization Conference at Washington, vigorously took up the discharge of the responsibilities imposed upon it by the conference by the resolutions and recommendations above mentioned, and arranged a series of conferences at the United States Forest Products Laboratory, at Madison, Wis., at Chicago, and at Portland, Oregon.

These conferences will be participated in by association engineers, technical experts, representatives of producers, distributors, and consumers, as well as by detached experts such as representatives of the appropriate governmental departments, architects and so forth.

WHAT THE RESULTS WILL BE.

The net result of this, when completed, will be the most perfect standardization of every aspect of the industry of which the subject is susceptible. This will embrace adoption of standard names for the different varieties of trees or woods; it will embody a standardization of sizes of material and practices as to counting and computing same. Another result will be a standardized system of grade rules for the grading and inspection of all lumber, embodying uniform, standardized names or nomenclature; and a system of practices, means and methods which will be the best possi-

ble to be devised to insure and guarantee that the consumers and the public will receive, without change or manipulation, what they buy and are entitled to receive. There will be provided also a plan and agency for inspection or re-inspection of lumber of such character that the integrity and methods cannot be questioned to assure fairness and justice to all.

This service will be open and available to everyone, producer, consumer, dealer or any member of the public, upon the payment of proper fees therefor.

The Hardwood Manufacturer's Institute looks forward to the early accomplishment of this highly desirable program with the greatest enthusiasm. It is endeavoring to aid in the achievement, and will fully support and conform to these policies, and the measures which may be necessary to make them effective.

The Policy of the Institute Pending the Completion of the National Standardization Program.

Until standardized rules, thus scientifically arrived at, are formulated and announced, The Hardwood Manufacturers' Institute will use temporarily in the interim the rules adopted at the Louisville meeting, being those which were then in use by the American Hardwood Manufacturers' Association; at the same time the Sales Code of the said Association was adopted by the Institute.

Inspection Service.

The inspection service of the Institute, for original or re-inspection service, for domestic or export business is adequate and available and is open to everyone desiring to avail themselves thereof, member and non-member, producer and consumer alike.

Statistical Service.

The Institute is just now perfecting plans for an efficient statistical service, pursuant to the resolutions adopted at Louisville, as full and adequate as possible, consistent with the legal limitations which must be observed.

There can be no question that there is ample field within clear legal rights for statistical work of inestimable value to both producers and consumers.

Importance of Accomplishing the Standardization Ideals.

The accomplishment of the ideals of the Washington Standardization Conference is of the utmost importance to the producers and consumers, as well as the legitimate dealers; and all should work for that common purpose. The Hardwood Manufacturers' Institute believes that these ideals are right and their attainment assured. It believes that it is deserving of the moral support of consumers, because of the policies for which it stands. Its rules and sales code are free to be used by any who desire to use them—and its inspection service open and available to all. These are very fair and satisfactory to buyers, embodying, for example, such provisions as that in case of question as to grade of lumber, (quantity not being involved) the buyer may use all not subject to question, keeping for adjustment only that portion of shipment concerning which question is raised.

The Hardwood Manufacturers' Institute is deserving of the unqualified support of the public, because it stands for those policies which at once tend to best serve and conserve the interest of **production, consumption and conservation** of our hardwood timber resources.

CONSTITUTION

ARTICLE I

Name

The name of this organization shall be The Hardwood Manufacturers' Institute.

ARTICLE II

Objects and Purposes

The objects and purposes of this Institute shall be:

1. To secure and disseminate a full understanding of the facts and conditions concerning and effecting the Hardwood Industry;

2. To provide and adopt and assist in the adoption and establishment of measures designed and intended to provide and establish;

Uniform standards and improved methods of manufacturing and marketing hardwood forest products.

Uniform standardized nomenclature for the industry.

Standardized rules for the grading, inspection and certification of lumber and forest products.

An inspection service for the enforcement and administration of said rules, adequate to meet all needs therefor.

Appropriate and efficient means for guaranteeing, to purchasers and the public, the integrity of grades, the quality and quantity of lumber and the improvement of trade practices;

3. To acquire, preserve and disseminate information respecting the industry.

5. To enlist the co-operation of the consumers in promoting the mutual interests of producers and consumers.

6. To adopt such means as will promote the wisest utilizations and the prevention of waste, thereby serving the cause of conservation of our timber resources.

ARTICLE III

Membership

Amendment to Section 1, of Article III, by the
ADDITION of the following paragraph:

The Board of Directors in its discretion, may provide for membership in the Institute, by the owners of Hardwood or Cypress stumpage or timber and timber lands, and also by those engaged or interested in activities which are related to or closely allied with the producing branches of the hardwood industry, and shall also determine the eligibility, rights and privileges of such members.

(May 11, 1923, Annual Convention, Chicago)

for cause, by a majority vote of the Board of Directors but no member shall be expelled without being given thirty days written notice of the charges preferred and an opportunity to appear before the Board and present his defense.

ARTICLE IV

Departments

Section 1. The activities of the Institute may be conducted by and through such appropriate departments, divisions or bureaus as may from time to time be determined upon by it.

Section 2. Until and unless the Institute at a regular meeting (or special meeting called for the purpose) acts in the creation of said departments, divisions or bureaus, the Board of Directors shall have full authority to act in the premises, in the creation and setting up said departments, divisions or bureaus and defining their duties and the scope of their activities.

ARTICLE V

Initiation Fees and Dues

Section 1. The initiation fee shall be \$25.00 for membership in the Institute, and upon payment of same and election to membership, the Board of Directors shall issue a Certificate of Membership in the Institute; but membership in the Institute shall not be assignable or transferable.

Section 2. For the purpose of fixing the rates of dues the membership of the Institute shall be divided into the following classes:

Amendment to Section 2, of Article V, by the
ADDITION of the following paragraph:

Class E. This class shall comprise all members who are not included in the classes set out in the preceding paragraphs of this section, and the Board of Directors shall determine and fix the dues, fees and assessments of members under this class.

(May 11, 1923, Annual Convention, Chicago)

Class A.—Five cents per thousand feet log scale, based on the average annual cut for the five years prior to 1922, or such part thereof as the member may have operated.

Class B.—Fifteen cents per thousand feet, flitch measurement or face measurement of veneer, reduced to flitch measurement, based on the average annual production for the five years prior to 1922, or such part thereof as the member may have operated.

Class C.—Five cents per thousand feet log measure based on the average annual footage of logs used for the five years prior to 1922, or such part thereof as the member may have operated.

Class D.—Five cents per thousand feet log measure based on the average annual footage of logs used for the five years prior to 1922, or such part thereof as the member may have operated.

ARTICLE III

Membership

Section 1. Individuals, firms or corporations who are bona fide producing manufacturers of hardwood lumber or other hardwood forest products (including also such producers of cypress lumber and cypress forest products) shall be eligible to membership in the Institute. Every member shall be entitled to one vote, voting shall be in person, proxies shall not be permitted.

Section 2. Applications for membership (except at the initial organization meeting) shall be made to the Secretary in writing, and be accompanied by the initiation fee. All such applications for membership shall be referred to the Membership Committee, and if approved, shall be acted upon by the Board of Directors at its next meeting. A majority vote of the Board of Directors shall be sufficient to elect an applicant to membership.

Section 3. Any member may be suspended or expelled for cause, by a majority vote of the Board of Directors but no member shall be expelled without being given thirty days written notice of the charges preferred and an opportunity to appear before the Board and present his defense.

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ADDITION of the following paragraph:

Class E. This class shall comprise all members who are not included in the classes set out in the preceding paragraphs of this section, and the Board of Directors shall determine and fix the dues, fees and assessments of members under this class.

(May 11, 1923, Annual Convention, Chicago)

Class A.—Five cents per thousand feet log scale, based on the average annual cut for the five years prior to 1922, or such part thereof as the member may have operated.

Class B.—Fifteen cents per thousand feet, flitch measurement or face measurement of veneer, reduced to flitch measurement, based on the average annual production for the five years prior to 1922, or such part thereof as the member may have operated.

Class C.—Five cents per thousand feet log measure based on the average annual footage of logs used for the five years prior to 1922, or such part thereof as the member may have operated.

Class D.—Five cents per thousand feet log measure based on the average annual footage of logs used for the five years prior to 1922, or such part thereof as the member may have operated.

ARTICLE III

Membership

Section 1. Individuals, firms or corporations who are bona fide producing manufacturers of hardwood lumber or other hardwood forest products (including also such producers of cypress lumber and cypress forest products) shall be eligible to become members. No person shall be entitled to become a member unless he shall not be prohibited.

Section 2. Any person desiring to become a member shall file with the initial organization a written application, which shall be in writing, and such application shall be filed with the Secretary of the Membership Department. The Board of Directors shall have the right to vote of the Board of Directors to accept or reject the application of the applicant to become a member.

Section 3. No person shall be a member of the Institute for cause, but no member shall be expelled from the Institute without a written notice to appear before the Board of Directors.

ARTICLE IV

Departments

Section 1. The activities of the Institute may be conducted by and through such appropriate departments, divisions or bureaus as may from time to time be determined upon by it.

Section 2. Until and unless the Institute at a regular meeting (or special meeting called for the purpose) acts in the creation of said departments, divisions or bureaus, the Board of Directors shall have full authority to act in the premises, in the creation and setting up said departments, divisions or bureaus and defining their duties and the scope of their activities.

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Initiation Fees and Dues

Section 1. The initiation fee shall be \$25.00 for membership in the Institute, and upon payment of same and election to membership, the Board of Directors shall issue a Certificate of Membership in the Institute; but membership in the Institute shall not be assignable or transferable.

Section 2. For the purpose of fixing the rates of dues, the membership of the Institute shall be divided into the following classes:

Class A.—This class shall comprise the manufacturers of hardwood (and Cypress) lumber.

Class B.—This class shall comprise the manufacturers of sawn and sliced veneers.

Class C.—This class shall comprise the manufacturers of Commercial Rotary Veneers.

Class D.—This class shall comprise the manufacturers of other Hardwood Forest Products, such as Box Shooks, Veneer for Box Shooks, Staves, Headings, Ties and Dimension Stocks.

Section 3. For the remainder of the present calendar year the dues of the said respective classes shall be as follows:

Class A.—Five cents per thousand feet log scale, based on the average annual cut for the five years prior to 1922, or such part thereof as the member may have operated.

Class B.—Fifteen cents per thousand feet, flitch measurement or face measurement of veneer, reduced to flitch measurement, based on the average annual production for the five years prior to 1922, or such part thereof as the member may have operated.

Class C.—Five cents per thousand feet log measure based on the average annual footage of logs used for the five years prior to 1922, or such part thereof as the member may have operated.

Class D.—Five cents per thousand feet log measure based on the average annual footage of logs used for the five years prior to 1922, or such part thereof as the member may have operated.

In all classes in case of a member beginning operations the fee shall be based upon the estimated production of the current year.

Provided, however, that the minimum dues for said first year per member, shall be \$50.00.

Said dues shall be paid at such times and in such installments as directed by the Board of Directors.

Section 4. After the first year the dues of the members for the respective classes shall be fixed from time to time by the Board of Directors.

Section 5. When an assessment of dues is made, it shall be binding on all who are members at the time such assessment is levied, and any member failing to pay same, or any installment thereof, within thirty days after it is due, will be subject to suspension.

Section 6. Any member who has paid his dues and other obligations in full for the calendar year may withdraw from the Institute by giving thirty days notice in writing and surrendering his Membership Certificate.

ARTICLE VI

Meetings

Section 1. There shall be an Annual Meeting for the election of officers and the transaction of other business each year; the exact date and place of such meeting shall be fixed by the Board of Directors and notice of such meeting shall be mailed to all members of the Institute, at least thirty days prior to the holding thereof.

A semi-annual meeting for the transaction of general business may be held each year, notice of which shall be given in the same manner as for the Annual Meeting. Special meetings of the Institute may be called by the President or by a majority of the Board of Directors, but at least fifteen days notice shall be given of the time, place and purpose for holding such meeting.

Section 2. Meetings of the Board of Directors shall be held at the call of the President; or a majority of the Board may call and hold meetings at such times and such places as they think fit.

ARTICLE VII

Quorum

Section 1. At any regular or called meeting of the Institute, those attending being not less than fifty, shall constitute a quorum for the transaction of business.

Section 2. At any regular or called meeting of the Board of Directors, those attending being not less than seven, shall constitute a quorum for the transaction of business.

Section 3. At any regular or called meeting of the Executive Committee, those attending being not less than five, shall constitute a quorum for the transaction of business.

ARTICLE VIII

Officers and Directors

Section 1. The officers of this Institute shall consist of a President, First and Second Vice Presidents, a Treasurer, Secretary-Manager and Twenty-one Directors.

Section 2. The President, Vice Presidents, and Treasurer shall be elected by ballot at each Annual Meeting for a period of one year.

Section 3. At the First Meeting of the Institute there shall be elected twenty-one Directors, seven of whom shall be elected for a term of three years, seven of whom shall be elected for a term of two years, and seven of whom shall be elected for a term of one year, and at each succeeding Annual Meeting there shall be elected seven Directors for a period of three years.

Section 4. The Elective Officers and Directors shall constitute a Board of Directors, and shall hold office until their successors have been elected and duly qualified.

Section 5. The President and six of the Directors shall constitute an Executive Committee. The appointment to the Executive Committees shall be made by the President at the Annual Meeting, to serve one year, and said appointments shall be approved by the Board of Directors. The Executive Committee shall have the full power of the Board of Directors save at such times as the Board of Directors are in session.

Section 6. The Executive Committee shall meet at the call of the President as often as the business of the Institute requires.

Section 7. The Secretary-Manager shall be appointed and salary fixed by the Board of Directors and be subject to the direction of the Board of Directors.

Section 8. The President shall at each annual meeting appoint a Nominating Committee to prepare a ticket of Officers and Directors to be voted upon, but nominations other than those submitted by the Committee may be made from the floor. A majority of all votes cast shall be necessary for the election of any candidate to office.

Section 9. In the case of vacancies on the Board of Directors or in any of the official positions, the same shall be filled by the Board of Directors at any meeting.

ARTICLE IX

Duties of Officers

Section 1. It shall be the duty of the President to preside at all meetings of the Institute.

Section 2. In the absence of the President, the First Vice President and in the absence of both, the Second Vice President shall perform the duties of the President.

Section 3. The Treasurer shall keep an account of all moneys received and expended for the use of the Institute and shall make distribution only upon vouchers issued by authority delegated by the Board of Directors. When his term of office expires he shall deliver to his successor all moneys, books, papers or other property in his possession belonging to the Institute, or in the absence of the Treasurer-elect, same shall be delivered to the President.

Section 4. It shall be the duty of the Secretary-Manager to give notice of and attend all meetings of the Institute and the Board of Directors to keep a list of all members of the Institute; to collect all dues and pay them to the Treasurer; to keep properly classified accounts of all receipts and expenditures; to prepare an annual and semi-annual report of all transactions and the condition of the Institute and to perform any and all duties which may be required of him by the Board of Directors.

Section 5. The Board of Directors shall have power to select its chairman; to appoint Committees from the membership of the Board or of the Institute; to receive moneys and to disburse same, to devise and to carry into effect such measures as they may deem proper and expedient to promote the objects of the Institute; and shall be vested with full powers of the Institute, save at such times as the Institute is in session.

ARTICLE X

Amendment to the Constitution and By-Laws

Section 1. The Constitution may be amended at any meeting of the Institute by a majority vote of the members present, but no amendment shall be considered at any such meeting unless written notice of the proposed amendment or changes shall have been submitted to the membership at least thirty days prior to the date of such meeting, and it shall further be the duty of the Secretary-Manager to incorporate any proposed amendments or changes in the call or notice for the holding of the said meeting.

Section 2. The Board of Directors of the Institute shall be authorized to make and amend the By-Laws of the Institute.

BY-LAWS

ARTICLE I

Section 1. The order of business shall be as follows:

Roll Call.

Reading of the Minutes of the last meeting.

Report of the officers.

Report of Committees.

General Business.

Election of Officers (at annual meeting.)

New Business.

Adjournment.

Section 2. Robert's Rules of Order shall govern the meeting of the Institute and its subservant bodies as to parliamentary usages when not inconsistent with the Constitution and By-Laws.

Section 3. The Secretary, at any regular meeting shall make a register of all those present entitled to vote.

ARTICLE II

Committees

Section 1. The President shall annually appoint standing committees as hereinafter enumerated for the purposes as designated.

Section 2. All standing or special committees of this Institute shall have full power to act, subject to the ratification of the Board of Directors at any meeting of same.

Section 3. Committee on Membership: To take such steps as are necessary to increase the membership of the Institute; to receive and to pass upon the eligibility of those making application for membership, taking into consideration their status as manufacturers and their business integrity and reputation.

Section 4. Committee on Assessments: Consisting of five members, who shall assess the annual dues as provided in Article V of the Constitution, with power to have audited the records of the members as to their production.

Section 5. Committee on Advertising: This Committee shall consist of five members and shall co-ordinate and supervise, subject to the Board of Directors, such advertising as the Institute may cause to be done.

Section 6. Committee on Finance: To consist of three members, who shall attend to the auditing of the books of the Institute and handle such other matters as should properly come before such a committee.

Section 7. Committee on Resolutions: To consist of three members to be appointed by the President at each meeting of the Institute, to which shall be referred all matters which should properly come before such a committee.

Section 8. Committee on Reports and Statistics: To work out plans for the securing and tabulating of such information and statistics as will be of interest and value to the membership and to determine on the form in which information shall be distributed to the public, with power to have audited the records of the members on which their reports are based.

Section 9. Committee on Standardization, Nomenclature, Grading and Inspection Rules and Inspection Service: To consist of five members to whom shall be referred and who shall consider and make recommendations in respect to all subjects respecting, Standardization, Nomenclature, Grading and Inspection Rules and Inspection Service, reporting thereon to the Board of Directors.

Section 10. Committee on Press and Publicity: To consist of three members.

ARTICLE III

Section 1. The Board of Directors may in accordance with Article X, Section 2, of the Constitution amend these By-Laws and make such additional By-Laws and Rules for the transaction of the business of the Institute as its development may require.

**RESOLUTIONS ADOPTED BY THE HARDWOOD
MANUFACTURERS' INSTITUTE, LOUISVILLE, KY.
JUNE 15th and 16th, 1922.**

The members of The Hardwood Manufacturers' Institute, duly assembled at the Henry Watterson Hotel, Louisville, Ky., June 15, 16, 17, 1922, in open session do unanimously resolve:

1. That, WHEREAS, at the Conference held at Washington, D. C., May 22nd to 26th, 1922, between the Secretary of Commerce, Honorable Herbert C. Hoover, and delegates from the various associations representing Lumber Manufacturers, Secretary Hoover suggested that efforts be made to the standard sizes and nomenclature, determine on a system of grade branding lumber, and other means for affording guarantees to, and for the protection of the public the establishment of a National Independent Agency for the administration of inspection of all kinds of lumber, and

WHEREAS, delegates of the American Hardwood Manufacturers' Association participated in the said conference and by vote and action supported in every detail, the suggestions made by the Secretary of Commerce, and pledged themselves to fully co-operate in the accomplishment of the program outlined.

Therefore, the action and course of conduct of the said delegates in the said Washington Conference aforesaid are hereby approved, and the said delegates are commended for the efficient and patriotic way in which they represented the wishes and purposes of the hardwood lumber manufacturers.

2. That they endorse as a whole the purposes, work and accomplishments of the said Washington Standardization Conference, and pledge the support of the Institute in carrying the program suggested by Secretary Hoover to an early and successful conclusion.

3. That they congratulate Secretary Hoover, and the officers of the National Lumber Manufacturers' Association upon their vision and insight in calling said conference, and

upon the remarkable measure of success attending the sessions of the conference as a whole.

4. THAT; In the interest of the preservation of self government in industry, and of the ideals of individual enterprise under the law, we commit ourselves to make effective, in conjunction with the other lumber producers, the following program:

(1.) Simplification and equalization of hardwood lumber grades, and standardization of sizes, so far as consistent with the reasonable needs of the hardwood consumers and with economy in manufacture;

(2.) Grade marking, as a practical measure of protection to the buyer and consumer;

(3.) Inspection service available to producers, distributors and consumers, supervised and administered by a National Lumber Inspection Bureau.

(4.) Arbitration of such disputes as to grade, size quantity or delivery as may not have been satisfactorily disposed of by official re-inspection.

5. That they favor the equalization and simplification of grades in all woods, and the adoption of standard names, nomenclature or designations therefor, and the adoption and creation of means to guarantee to purchasers and the public the quantity and quality of lumber and to assure the elimination of objectionable trade practices which have heretofore obtained in some phases of merchandising lumber.

They approve the action of the Washington Standardization Conference on this subject, and recommend that the Hardwood Manufacturers' Institute appoint a committee on standardization charged with the special duty of co-operating with the National Lumber Manufacturers' Association, in dealing with the subjects pursuant to the action taken at the Washington conference aforesaid.

6. That; WHEREAS, it will require sometime to create and adopt a national system of standard nomenclature for hardwood lumber and a national system of rules for the grading and inspection thereof; it is recommended that in

the interim, and temporarily, the rules in use at the present by the American Hardwood Manufacturers' Association be used by the Institute, and

It is further recommended and resolved that the Inspection service of the Hardwood Manufacturers' Institute be used by all needing inspection service.

AND THAT, until otherwise directed the services of this Institute shall be available upon the following terms and conditions:

a. The Inspection service to be available to every one whether they are members of this organization or not at such reasonable cost as may be fixed by the Board of Directors.

b. In case the dispute between buyer and seller concerns only the grade and not the measurement of lumber shipped, the buyer should be required to only hold intact that portion of the shipment which in his judgment does not comply with specifications of the grade for which it was sold.

c. In the event either party to a re-inspection is not satisfied with the finding of the inspector, the right of appeal within five days of such finding is extended to either of the interested parties, and a second inspection shall be made by the chief inspector.

d. When an inspection by the chief inspector is requested by a consumer (in this class is included all manufacturers, fabricators and retailers) the national association representing the industry to which such consumer belongs is invited to select a thoroughly competent inspector to be present when the inspection is made by the chief inspector, so that all members of the industry involved may be satisfied that the inspection has been fairly and properly administered.

7. That they are in complete accord with the views of the Washington Conference aforesaid as embodied in the following resolution:

“RESOLVED, That the formulation of rules for the grading and inspection of lumber is a function of the manufacturers and that grade rules should be based on the needs

of consumption and the ability of the producers with the timber available to satisfy those needs, and that grades should be so made as to allocate the available supply to the various consuming industries in proportion to their needs and demands so that the products of the manufacturers may be utilized with the least waste, and therefore, at the lowest cost to the ultimate consumer."

8. That in respect to hardwood lumber there is real need, for a revision, reformation and re-formation of the rules for the grading and inspection of hardwood lumber for the reasons that:

(1.) Each grade of lumber that is made should have for its purpose the answering of some particular consuming or fabrication requirement and should be constructed in line with these needs as closely as possible and as nearly as can be done consistently with the timber that is available and economical production methods.

(2.) Admittedly, hardwood lumber manufacturers would be unable at once to draft specifications that would properly conform with the principles herein set forth, on account of the vast number of different woods involved and the many different uses to which they are put. This is a problem that can only be worked out properly after thorough scientific research, and largely constitutes an engineering problem. It is recommended that a competent forestry products engineer be employed by this Association to make an exhaustive study of this problem, taking up each wood separately and submitting at a later date, suggestions for the proper construction of the grades, based on consuming requirements and in conformity with the manufacturing capabilities of the producer.

(3.) The hearty co-operation of the consumer is essential to the success of this plan and it is suggested that each National Organization representing the various branches of consuming or fabricating industries using hardwoods employ competent engineers to consider the subject from their standpoint and to confer with the engineer of this Institute relative to their particular

needs, resulting, it is believed, in the eventual complete agreement between the producer and the consumer and the elimination of much of the waste that now occurs in the utilization of hardwood lumber.

9. THAT they condemn;

All grade jugglery and manipulation, whether practiced by the producer, wholesaler, retailer, or any other branch of the industry, is condemned and this Institute brands the intentional shipment of lumber of a quality below the grade specified as plain dishonesty. It pledges itself to endeavor to eliminate all such practices, to expel from this membership anyone who may be found guilty of such practices and to use its weight and influence not only in the prevention but also in the punishment of such offenses.

10. THAT they believe;

All lumber should be plainly grade marked. Each piece that is shipped should bear the mill grade mark and everything possible should be done to protect the public and to place the products of the mill in the hands of the ultimate consumer without grade substitution or manipulation.

11. They favor the adoption of a sales code that will place the industry on a high moral plane making clear the obligations of buyer and seller and the Institute solicits the concurrence in such sales code by the national organization representing the various branches of consumers using hardwoods.

12. That this Institute pledges itself to insist upon its individual members carrying out their commercial obligations and appeals to the national associations representing those industries using its products to co-operate with it in this matter with a view of placing the contractual relations between the producer and consumer on a basis that shall be above criticism.

13. That they favor the settlement of disputes arising between its members and the users of its products by arbitration. The support of all national associations representing the users of hardwoods, to this principle of arbitration is solicited and it is recommended that commercial disputes

arising between members of various industries be settled by arbitration, according to such plans as may be decided upon by all associations involved, to be fair and equitable.

14. THAT they favor;

The establishment of a technical department in charge of a competent engineer for the purpose of supplying to the consuming public such reliable information as may be of assistance to it in determining the relative value of various woods for specific purposes or of wood as compared with other materials. This department also to be used for the purpose of carrying on such research work as may be necessary or desirable to promote the elimination of waste and develop more economical and efficient uses of lumber.

15. THAT they recommend;

The collection and dissemination of such statistics as will be beneficial to all branches of the industry and to the public and as may be determined to be in accordance with the law.

16. THAT they believe;

Much good can be derived for all concerned through a closer contact and co-operation between the producer and the consumer and suggests the appointment of a committee by the various national associations representing the users of hardwoods, with which committee a like committee from this organization can confer regarding questions that are of mutual interest to the end that the manufacturing practices of the producer be made to conform as closely as possible with the needs of the public and to enable the industry to provide the maximum service at the lowest possible cost.

17. THAT this Institute at once apply for membership in and fully affiliate with the National Lumber Manufacturers' Association.

ADDRESS OF C. H. SHERRILL IN ACCEPTING OFFICE
OF TEMPORARY CHAIRMAN AT MANUFACTURERS'
MEETING, LOUISVILLE, KENTUCKY,
JUNE 15th, 1922.

I assure you that I appreciate this honor very deeply. I do not know how to express it other than to use the following words: From the depth of my heart my mouth speaketh. To have the endorsement of my fellow workers, those with whom I break bread at the table of industry in which I am interested is worth far more to me than to be crowned with the jeweled crown of public service.

We have gone through the valley of the shadow of uncertainty and distress during the past several months and we have stood shoulder to shoulder to meet the issues which were unpleasant, and unprofitable to us from a financial standpoint; but we have come through those periods of distress and uncertainty to an era which today I think points to a consumation second to none that has ever come to the lumber industry of the United States.

It is needless to say that I tremble as I approach the responsibility that goes with this position in which you have placed me because in a measure it is expected from a Temporary Chairman that he shall offer some remarks dealing with principles that may or may not be endorsed and it is not without fear and trembling that I offer my own expressions because I am democratic enough in principles to accept the edict of the majority of those with whom I labor.

But I believe that you endorse the principles which I am going to give you in just a few brief words, that the hour has arrived in the lumber industry in this country when we have to recognize the fact that we must build on the **principle of equal rights to all the special privileges to none.** I think I express your sentiments in those words and I believe they will have the unanimous endorsement of this body, because from these conferences will come a true history of the state of affairs that reflect to us as never reflected before the undeveloped thought that has been neglected in the hardwood industry during the years that have gone by.

I do not believe you will challenge the statement when I say that the hardwood industry stands out prominently as the one factor in the industrial world of this country which has made the least progress. We are today making hardwood lumber just exactly as it was made one hundred years ago. There are a few improvements in the methods of transportation of the logs to the mill but the same principles are there that carry it through the saw, out into the yard, to the railroad car and off to the ultimate consumer. That is not true of any other branch of the lumber industry, the yellow pine, fir, cedar, cypress or white pine. We are bound to acknowledge that they have accomplished far more than we have, notwithstanding the statements of some of the most eminent men in the industry to the contrary. The time is at hand when we must recognize the fact that the hour for progress is here and that a step forward must be made. I hail with delight the great thought that came as an inspiration from the Secretary of Commerce when he caught the vision that it was necessary for the United States Government through one of its department heads to tell the lumber industry of the country that they must come and sit at his table and listen to what he was giving to the world.

I was fortunate to be asked as a representative of the American Hardwood Manufacturers' Association to that conference and I must acknowledge that the great vision I got in the few moments of the early part of that program revealing to me the surety and certainty and the absolute soundness of my thoughts on the same subject years ago, and that I have expressed wherever I could, that we have failed in the past to take into account the great public which must be protected by our Federal authorities. We have all along neglected that great factor. We have only considered from a selfish standpoint the quickest way to get the money and the results. We have lost sight of the great consuming public and today we are confronted in my opinion with the great thought that I expressed a moment ago, that it is the business of the United States Government to protect its people and I believe I express the sentiments of every hardwood manufacturer in the United States when he

is in sober thought and free from petty prejudices when I say that I hail with delight the great principle before us and that we should adopt the great constructive program set up by Secretary Hoover in the great Washington conference of May 22nd.

It seems to me that it is not allocated to your Temporary Chairman the duty and necessity of covering the entire field for thought and consideration during the conference, but I believe we should be impressed with these thoughts at the beginning, namely: that we have two principles that we must not overlook and that both must stand out boldly in all of our considerations. One is that there must be a standardization of name, quality and sizes of all lumber produced in the United States to the fullest extent possible. And the other thought is that this service must be given to the public on the same basis that it is given to the members of the association. I am glad that the Department of Commerce at Washington has taken up this standardization program and I want to apologize for the fact that our organization in the past has not cooperated with that great branch of the Government as we should have, for we have lately seen the influence that can be exerted through the head of that Department.

If you will grant me the privilege of reading one or two paragraphs which doubtless many of you have read before I shall be pleased to do so. The first one thus states:

"The hope of the Department of Commerce in calling this preliminary conference was provision of a system throughout the country for inspection and guaranty of the quality, quantity and grade of lumber with a view to affording all possible protection to the consuming public; that ways would be found to simplify the dimensions of lumber and secure the right proportion of lumber to different types of consumers with a view to eliminate waste, decreasing cost of distribution, and to see that agencies for accomplishing these purposes should be set up by the lumber industry itself.

"The Secretary of Commerce proposed that a national system of inspection and certification should be created by the industry to embrace all of the lumber trade;

that descriptions of the different species of lumber as to grade and quality should be made as uniform as possible throughout the country; that the inspection service should be open to consumers in settlement of all disputes; and that, in order to better establish the reputation of American lumber products abroad, this system of inspection and certification should be extended to foreign countries."

In the early sitting of this Conference at Washington, sitting on the Committee on Names of Grades, I had the honor and it was my pleasure to introduce the following which was embodied in the Committee's report:

"Realizing the great field for thought in developing an equality of grades in all woods and appreciating the possibility of such accomplishment, we recommend that the National Lumber Manufacturers' Association set up a competent committee with efficient engineering service, seeking in so far as possible to equalize grades in all woods and that said committee confer with representatives of the consuming public, the Departments of Commerce and Agriculture and other agencies of the Government in their efforts as the occasion may demand."

The Committee on Guarantees of Quantity and Quality passed the following resolution:

Resolved: That the formulation of rules for the grading and inspection of lumber is a function of the manufacturers and that grade rules should be based on the needs of consumption and the ability of the producers with the timber available to satisfy those needs, and that grades should be so made as to allocate the available supply to the various consuming industries in proportion to their needs and demands so that the products of the manufacturers may be utilized with the least waste and, therefore, at the lowest cost to the ultimate consumer.

But concretely speaking, this whole program is only a furtherance of the great thought expressed by the Declaration of Independence handed to us generations and generations ago, growing sweeter and dearer to us as the days come and go, and I repeat a statement I made a moment ago,

that we must have equal rights to all and special privileges to none.

In closing let me urge that we be big enough and broad enough to let the dead past, bury its dead, and grasp new thoughts in keeping with the Declaration of Independence. The big idea is to forget petty differences, go into these deliberations with only constructive thoughts and criticism and forget everything that may have ought of destructive nature connected with it. This is no time to consider the bickerings of the past. This is no time to consider little petty jealousies. Let us present one common solid front, standing by the thought as expressed in the Standardization Conference in Washington on May 22, and continue to present that front, and that when the time comes for the meeting for the setting up of the standard grades and guaranty to the public we shall be enrolled among the mighty, and that we will not only be there with our brains and best constructive effort but that we shall be there in sufficient number to be recognized as proper representatives of the American Hardwood Manufacturers of our country.

**REPORT OF B. F. DULWEBER ON STANDARDIZATION
CONFERENCE, WASHINGTON, D. C.
MAY 22 TO 26, 1922.**

There has been gradual betterment of conditions for the hardwood saw mill operator but this improvement has been pitably slow. We have been in bondage. We have been unable to accomplish for ourselves or for those who use our products what we would like. At last, thanks to the full awakening of the industry, the realization to our plight by our fellow manufacturers of other kinds of lumber and the honest and sincere co-operation, that I am sure will result from this meeting, the day of our deliverance is at hand.

I am on the program as submitting a report on behalf of the committee representing Hardwood Lumber Manufacturers at the Conference of the Lumber interests with Secretary of Commerce, Hoover, in Washington, May 22nd to 26th. I am so impressed with the glorious opportunities that are before us as a result of this Conference and the great constructive development that I am sure will accrue therefrom, that I hardly know where to begin and it is with difficulty that I give voice to my thoughts. The conference while preliminary in character, constitutes the greatest constructive step that has ever been taken in the industry and the ultimate outcome will be greater stability in our own business and better service and lower costs to the consumer and the public. This will not be accomplished in a day but its coming is as certain as death and taxes, and it can best be speeded on its way by every one putting his shoulder to the wheel and pushing for all he is worth.

There are little details that require adjusting in the other lines of lumber manufacture, but these are insignificant in character and while there still exists some slight difference of opinion on certain questions, I predict that before we have proceeded far, these differences will be completely harmonized. While this conference will result in much good to other branches of lumber manufacture, to hardwoods it is as a gift from Heaven and through its medium for the first time we will have real standardization.

Secretary Hoover expressed the belief that the industry including all kinds of lumber should strive for

1. The construction of grades and specification to best serve the public and standardization of nomenclature as nearly as possible.

2. The grade branding of lumber at the mill and guarantees to the public that it will obtain the grade that it buys.

3. The simplification and standardization of sizes as will make for greater economy in transportation, production, distribution, etc.

Mr. Hoover also expressed the view that there should be created by the industry, itself, a national instrumentality of an entirely independent character that would be free from suspicion and enjoy the confidence of the public for the administration of inspection rules on all kinds of lumber, in cases of disputes between buyer and seller; the service of this organization to extend to foreign markets.

Your committee voted in favor of all of these propositions and they met with the almost unanimous approval of the delegates in attendance.

The opinion prevails that unless the industry itself brings about a betterment of conditions, that governmental control and regulations was the alternative.

This view is absolutely correct, but I think it is agreed that such intervention would be ill advised and would not accomplish the same beneficial results which we, ourselves, are capable of bringing about.

I am not appealing to you, my friends, however, to join in and support this movement because of fear of governmental intervention, for to my mind, "he who refrains from crime because of the fear of punishment, is no better than the criminal, himself." I am appealing to you to join in this great forward movement because it is right, and being right, it must eventually result to the material good and profit of yourselves and of those you are seeking to serve.

That the specifications covering the inspection rules of hardwood are inadequate and are not scientifically constructed has long been realized by everyone who had given

the subject serious thought. In the beginning hardwoods were used almost exclusively by furniture manufacturers and this class of manufacturers at that time instead of specializing in the manufacture of certain articles produced a large variety of different pieces of furniture so that a great variety of sizes of cuttings and different qualities could be utilized.

It must also be borne in mind that at that time the price of hardwood was materially lower than it is today and that the average quality was very much higher, so that the question of waste and economical utilization was not the important problem that it has since become. The result was that at that time practically all hardwood was sold log run. After a time it became evident that the term "Log Run" meant nothing and that there was a wide difference in the intrinsic value of different lots of log run lumber and for the purposes purely of having some measure by which the value of the log run product could be determined, hardwood inspection rules were originally devised. Even after the advent of these rules, the consumers continued buying the full product of the log, but instead of buying it at a fixed average price, it was bought at different prices for the various grades which had been fixed by the inspection rules adopted.

Today the situation as regards consumption of hardwood is entirely different and the same vehicle that may have satisfactorily met the situation in the beginning, is at this time wholly inadequate. The price of hardwoods due to the greatly diminished supply of timber is very materially higher and for the same cause the average quality is lower. On the side of consumption, we find the furniture manufacturer specializing in the production of certain articles of furniture instead of manufacturing general lines, thus restricting the character of lumber that can be advantageously used in the various individual plants. In addition, we find entirely new uses for hardwoods such as hardwood flooring, interior trim, automobile bodies, etc., each presenting its own peculiar problem.

It will be seen therefore, that the inspection rules for hardwoods originally came into existence, not for the pur-

pose of creating grades that could be most advantageously used for certain manufacturing needs, but constituted purely an arbitrary basis, having for its purpose the determination of the average value of the log run product; and despite the growth of the hardwood industry and the greater variety of uses to which hardwoods are now put, we have continued to do business on this antiquated, costly and wasteful basis of grading.

The lack of development in this important feature of our business I feel is due to the following causes:—

1. We have lacked effective organization of the hardwood manufacturers. We have had at different times sectional organizations of manufacturers that have accomplished much good but we have never had all hardwood manufacturers from all parts of the country united into one body and all working together for the development and welfare of the industry.

2. Because of lack of co-operation on the part of the manufacturer, the unscrupulous intermediate dealer has been able to inject himself into the situation and largely through his efforts the present unscientific basis of lumber inspection has been continued, his interest in the matter being the profits derived through grade manipulation and substitution which this system encourages and makes possible.

3. The lack of interest on the part of the consumer. It is surprising what little thought the average consumer has given to lumber. Most manufacturing plants using lumber also use other materials and we find them employing consulting chemists, engineers and seeking other competent advice as regards other material entering into their work, but practically no thought has been given to lumber and the tremendous waste that has resulted in its utilization has been looked upon as a necessary unavoidable evil. Only one consuming industry, the wagon and implement business, has given any thought to this important subject and has grades covering their consumption—such as box boards for instance—that are truly scientific and that reduce waste and utilization cost to the minimum.

That the present hardwood rules are wholly inadequate and wasteful in the extreme, is an opinion that is shared by competent engineers and experts who have had occasion to study the problem. This seems clear from a passage which I encountered only a few days ago in a pamphlet on "Wood Waste Problems" issued by the Forest Products Laboratory at Madison, Wisconsin, and written by Arthur T. Upson.—This passage reads as follows:

"These rules are in most instances the outgrowth of early conditions when the use of lumber was not refined as it is today. The result is that the lumber grades not only do not fully meet the requirements of use in most cases, but they are so complex and misleading that the average consumer has no assurance that he is getting material best suited for his needs."

We must not delude ourselves in the belief that waste and cost in the utilization of our product is no concern of ours. I am sure that every thinking man realizes that every dollar's worth of unnecessary waste or cost in utilization is a direct tax on this industry and never was it so important as now that such unnecessary waste and cost be eliminated. The competition from now on, with metals, fiber products and other wood substitutes will be extremely keen and we can not carry the handicap of excessive cost of utilization and successfully meet this competition.

Now the question arises, how are we to construct such a set of rules as will enable our product to better meet the needs of the consumer and minimize waste and cost utilization? Broadly speaking, every grade of lumber that is made should have for its purpose the meeting of some particular manufacturing need as closely as it is possible and in conformity with the timber that is available and economical production practices. The question then arises, how is this to be done?

I have for several years served as Chairman of the Inspection Rules Committee of the American Hardwood Manufacturers' Association and I yield to no man in the knowledge of inspection rules, either in their written specifications or in their actual application, nor in the practical uses to which our product is put, but I do not mind admitting to

you frankly that I am wholly incapable of, within anything like a reasonable time, suggesting specifications that will properly meet this situation. Nor could any committee that you might select satisfactorily accomplish this work.

The only way in which this problem can properly be solved is to employ competent engineers to make a careful study and survey of the situation, taking into account the different uses to which our product is put and the natural restrictions under which we are laboring, the character of timber we have available and our manufacturing limitations. The interest of the consumer should be developed and they should be asked to assist our engineers in working out this problem. Each wood should be considered separately and the work could be very advantageously carried on in conjunction with the Forest Service which has already collected considerable data that would be of great value to us.

When all of this data had been collected, specifications could then be provided that would meet the different consuming needs as closely as possible. It is the elimination of waste and the reduction of cost that I am sure Mr. Hoover primarily has in mind and the accomplishment of these desired ends would be of material benefit to the producer, consumer and the public.

The grade branding of lumber at the mill and proper guarantees to the public are matters of extreme importance. This industry has suffered untold injury through grade jugglery and manipulation and we should stand unitedly for the elimination of such practices; and the grades of hardwoods should be so standardized and thoroughly established that when a man exchanges his money for our product he would know absolutely that he was getting 100 cents on the dollar.

This is a doctrine that we must not only preach but must live and practice, and I want to say to you that if there is a single mill operator present who does not believe that this is the right principle and who has not firmly resolved in his own heart to deal honestly and fairly with the public and to ship lumber exactly according to specifications of the grades that may be devised, then I say to that man: Do not come into this organization. If there be such a man, the day will come when he will realize that this is the correct and

proper way to do business and, aside from the moral question involved, will ultimately pay bigger dividends; and when that day of realization does come to him, he will find the hand-clasp of welcome extended to him and we want him to be one of us.

Mr. Hoover's other suggestion, involving the creation of some national instrumentality of an independent character for the administration of inspection rules on all kinds of lumber is a splendid one and should have the unqualified support of this meeting. Such an instrumentality could function, perhaps, through the National Lumber Manufacturers' Association and its service could be extended to foreign countries with the result of great stabilization in these markets and the creation of a confidence on the part of the foreign buyer that has been previously sorely lacking in American industry.

In conclusion I want to say a few words regarding a matter that is to me a most deplorable development. There exists in the hardwood industry another organization composed of wholesalers, dealers and some manufacturers and an effort has been made to make it appear as tho this movement is solely an attack on that organization. If any one here present today is impelled by any such motive he is, I am sure, entirely out of harmony with the spirit that actuates this great movement.

We are here, not in criticism of any other organization nor in protest thereof, but for the purpose of bringing together all of the hardwood mills in this country, of uniting into one organization all of that class of people possessing a unity of interest to the end that we may improve conditions within our industry and place ourselves in position to more efficiently serve the public.

We have no word of criticism of the wholesaler or intermediate dealer who transacts his business honestly. He is an important factor in the industry and should receive encouragement. The wholesaler or dealer who thrives by manipulation, substitution or other sharp practices is a parasite and him do we condemn and we should not rest until he has been completely eliminated.

The wholesalers or dealers have unity of interest and should properly unite into one organization, and it is proper

that they should handle the problems that confront their branch of industry without molestation from us. It is likewise proper that these problems that peculiarly affect the manufacturer should be handled solely by the manufacturer without interference from the distributor. The question of inspection rules and other kindred questions are problems that must be worked out by the producer with the assistance of the consumer. The distributor is not concerned in these problems and the honest wholesaler is content to merchandise lumber of such standards as may be decided by the manufacturer, with the assistance of the consumer, to best meet the situation.

Do not permit ourselves to be embittered against fellow hardwood manufacturers who may at this time not be associated with us, because of unwarranted attacks on us by some other organization to which they may belong. Remember, their interests are ours. Whatever good we accomplish must be shared by them. They may not see things now just as we do, but the day of awakening is not far distant. Gradually the mist will clear from their eyes and they will see where their interests lie. Until that day comes, we must preserve a kindly helpful spirit toward them, make them realize that at heart we are brothers, that their interests are our interests and let them know that our doors are ever open to them and that we look confidently to the future which we know will find them firmly united with us in this great constructive work we are undertaking.

We have been attacked unjustly, we have been misrepresented and lied about, but I beg of you, do not depart from the path that leads to the accomplishment of our purpose into the by-paths of senseless, groundless bickering.

We have no argument or dispute with any one, it must be clear to all the world what we are seeking to accomplish and let us pursue the objective to a successful conclusion.

To those who seek to injure and destroy us let us answer with a smile and treat them with the spirit that was displayed by the humble Nazarene when he was attacked and villified and which spirit he so forcibly expressed in those simple words "Forgive them, for they know not what they do."

**STATEMENT BY MR. W. M. RITTER AT CONVENTION,
LOUISVILLE, JUNE 15th and 16th.**

Mr. Ritter:—I would like to ask you to postpone any talk from me. I can only repeat what these gentlemen have been saying and simply weary you with listening to my repetition.

Chairman Sherrill:—I do not think we can respect your wishes, we want to hear from you.

Mr. Ritter:—I will say that the Chair is an autocrat. I do not know that I can add anything to what has already been said. It is rather embarrassing to me to try to say something that would be interesting after the field has been covered so ably by others. ***** I think we should all become aroused to the importance of this situation. We have a problem here. Must I say the same thing I said this morning?

The Chair:—Go to it.

Mr. Ritter:—Our problems are something like this. We have been struggling along for twenty or twenty-five years. We have had good years and we have had bad years, and we have been trying to do our business on certain policies and plans which we believe to be proper, and we have found things existing from time to time that did not please us. We fought it out single handed for a time and then tried to get a lot of people to come in and help fight against these evil practices.

I agree with our good friend, Dr. Compton, that we want to avoid the criticism of the public, which might bring about Governmental control. This criticism is made because we have been sleeping at the switch and not working to see that our business was conducted properly. Too many of us have been willing when we sold a car of lumber that the other fellow could do as he pleases with it, and the result was that the man who made the lumber got the punishment.

I think we have all felt that these evils should be corrected, but we have been too prone to let "George" do it.

Now we have come here and there is something definite for us to work at collectively. As individuals we cannot accomplish anything.

We were invited to Washington by the National Lumber Manufacturers' Association at the suggestion of Secretary Hoover, and we participated in all of the conferences of which you have heard. I was never so thrilled and so excited over the possibilities of what can be accomplished by that kind of cooperation with the National Lumber Manufacturers' Association with the doors of the Department of Commerce thrown open. I have never seen anything that has enthused me so much, and if it is the last thing I can do, I want to arouse you to the feeling I have so that you will not allow anything to stop you from going to the extreme end of the road in carrying forward this magnificent program. It is the manufacturers' problem. It may cost you a little money, but you will get returns tenfold. You will get the returns when you do not know you are getting them.

Our firm can probably stand the unsatisfactory conditions and criticisms as well as any other. I do not mean to say this boastfully, but I believe it is true. I want to help, and I want each of you to help all you possibly can. I certainly will give my time for the success of this movement as I have been doing for the last four or five months, for I want to do my part towards placing the industry in the best possible light. This should be done in justice to ourselves and to the industry. I am for this program 100 per cent and am willing to give of my time and money, if necessary, for its success.

**ADDRESS BEFORE
THE ORGANIZATION MEETING OF THE HARDWOOD
MANUFACTURERS' INSTITUTE, LOUISVILLE, KY.,
JUNE 16, 1922.**

By Wm. A. Durgin.

Gentlemen:

These are pregnant days for the lumbermen! The recent discussions of your various groups with the National Lumber Manufacturers' Association at the Department of Commerce, may be regarded as the first step in a movement which, we hope, will co-ordinate all parts of the great lumber industry in the development of essential unity in standards of service, of product and of business ethics. While these discussions were essentially preliminary in character, the interest shown by producers, distributors and users, and the almost unanimous determination to go forward in straightening out the tangle of grades, names, sizes and inspection rules which now exist, give most encouraging promise of the prompt formulation and adoption of genuine correctives.

Any one of these specific measures toward simplification or standardization may well prove of great import, but the underlying basis—the development of wise self-government under the inspiration of the industries' now leaders—is of far greater importance. The real question, we think, is whether the lumber group can thus make effective the wisdom and vision which some of its leaders possess in determining a farsighted policy of high public service and of fundamentally sound practice, or whether the lumber industry and other great industries will permit the blindness of immediate self-interest and of clique jealousies to so dominate, that the great consuming public must, in self-defense, insist upon Federal regulation as the only possible corrective to the inevitable iniquities of an utterly selfish program.

This matter of sound self-government, as repeatedly emphasized by Secretary Hoover, is fundamental to every great industry, but, gentlemen, it is of especial significance to lumbermen.

For many years our people have realized the almost public utility nature of your business, founded as it is upon control of one of the great elements of national wealth. Recently, instances of malpractice have focused public attention on the industry with telling concentration, and while these dishonesties have been limited to very few, the entire group is in some measure hampered by suspicion.

Certainly no time could be imagined more favorable for the development of an new breadth and unity among all branches of lumber. Secretary Hoover has suggested, as you know, a most promising means to this end—the establishment by your industry of a national inspection bureau supported pro rata by the several associations, and available to every citizen upon payment of appropriate fees. His thought is not that the inspection of the National Bureau shall supersede present services of grading, sizing and inspection, but that the new organization shall co-ordinate these services and gradually develop any necessary modifications of sectional practice required to give greatest stability to the lumber business and greatest ability to the lumber user.

Let me emphasize again, that there is in the Secretary's proposal no implication of the necessary substitution of a new service for services already functioning properly; rather his proposal is the co-ordination of present services under a representative national organization which can aid in the broadest and most constructive development of the lumber resources of America.

This proposal the Department of Commerce feels to be basic. Without a definite correlation of all lumber inspection, it is almost impossible to conceive the proper protection of the consumer and such proper development of producers' interrelations as shall meet present criticisms and build stably for the future.

We confidently expect the broad visioned men in the sub-groups of lumber to lead in working out a practical program for such national service. True, we are told that there are certain natural divisions in lumber which make it impossible for any true unification of the entire field. It is stated by some representatives of hardwood interests that

no similarities whatever exist in softwood and hardwood; that nothing in the way of practices applying to one can possibly apply to the other. As against this we are told by other representatives of hardwood and by the best technical men that all wood is essentially similar and that, while many modifications of rules and procedures applying to specific uses must be recognized, the great fundamental basis of grades, inspection and nomenclature can well be identical for all lumber products.

In such questions the Department of Commerce must await the recommendation of the industry itself. If hardwood and softwood producers insist upon existence as separate industries, with all the weakening of self-government, with all the misunderstandings and limitations which must inevitably follow, the Department of Commerce must accept that decision, much as we shall regret it. Our only function in lumber, as in all industries, is to support the best thought of the allied groups when those groups shall unite in unanimous action.

It appears most difficult to obtain realization that this is our true function. Following last month's discussions we have been in receipt of great numbers of letters and telegrams, particularly from hardwood interests, stating that this group or that group does not properly represent hardwood; that this group or that group now has perfect inspection, perfect grading, perfection indeed in every detail of practice, and that any one dissenting from such 100 per cent performance is an insurgent-revolutionary unworthy of hearing. These letters and telegrams show much fundamental misconception of the purpose of the Department! We cannot decide between groups. We can only serve a united industry which conceives itself a permanent closely knit unit in our commercial structure.

When the majority of the hardwood producers can agree on proposals for grading, sizing, and naming of goods, the Department of Commerce is at their service in presenting those proposals to truly representative conferences of all interests. If these conferences will adopt the original proposals, or some modification thereof, the Department of Commerce will publish these as its own, giving the weight

of its moral support and prestige to the movement, but until producers of hardwood are in substantial agreement among themselves, and in further agreement with producers of softwoods, the sort of national constructive action for which Secretary Hoover hopes is quite impossible. So long as personal jealousies or the assumption of present perfection controls the councils of lumber, broad-self-government is but a dream and forecast of the future must regard governmental regulation as the most probably outcome of the pitifully foolish policy of uninspired self-interest.

Gentlemen, you have great opportunity. By forgetting past animosities, by uniting in genuine effort to develop a national lumber practice of highest ethical grade, you can place your industry in the lead of great American projects. You can forestall regulation by making such regulation utterly unnecessary. The Department of Commerce stands ready to assist in every way in bringing such unification to consummation, but the problem of developing wise national practice, is your problem, not ours. We can, and will, support and follow up stabilizing recommendations to the full, but our Department—any department of Federal Government—can aid only in so far as you build for lasting stability and the greater ultimate rewards attained through the vision of broad public service.

Gentlemen, we are looking to you to so build—to wipe out any lingering enmities in the hardwood field—to establish unified proposals for all aspects of lumber service—to go forward with the same energy that has carried your business to its first rank of importance, to that clarifying and coordination of policies which shall place you among the leaders in the stabilization of our American industries.

**STATEMENTS OF VARIOUS HARDWOOD
MANUFACTURERS MADE AT THE MEETING AT
LOUISVILLE, JUNE 16th, 1922, IMMEDIATELY AFTER
THE ADOPTION OF THE RESOLUTION.**

Mr. S. M. Nickey:—All I can say at this time is that we are on the right track and in the end right will prevail as it does in everything. A good many of us have fought along these lines for a great many years, and we have realized as manufacturers and producers of lumber that there was something wrong with our business, and we hardly knew what it was. I heartily endorse everything done yesterday and today and wish success to this Institute.

Mr. G. W. Allport:—Many of the thoughts I have had in business for some time have been crystalized here today, and if we go ahead and carry out the balance of the program laid out before us, I believe that the whole hardwood lumber industry will be benefited. I want to lend all the support I can and will do all the work I am called on to do to make this Association a success. I am proud to be connected with an Association starting out under the conditions as expressed here yesterday and today.

Mr. R. M. Carrier:—There is no question but that we are working on the right line, and if those here will back up this Institute and the officers of it along the lines outlined, there is no question but what we shall succeed. This work is going on because of the needs of our business, and the only thing we want is to be able to conduct our business in a successful and intelligent way, and I am one that always believed and will always believe that the manufacturer of a product is the one to say what the grades shall be, taking into consideration, of course, the needs of the consumer and the wishes of the public. If we go on with the work as outlined in the last few days, we will come to the point where we can intelligently and successfully conduct our business.

Mr. M. W. Stark:—Some of the things that have been said here today are basic and fundamental to such an ex-

tent that I cannot imagine any difference of opinion as to them. The thought that stands out in my mind at this time is that we have taken on a large order. We can fill that order but we cannot fill it by letting "George" do it, or any other person but ourselves. There is work here for each one of us and no one must fail to do his full part in supporting the Officers and Directors. It is going to require the thought and intelligent cooperation of every man in the Institute. We must go back home and tell our neighbors what has been done and explain the whole matter to them. This will enable us to increase our membership two or three times in a very short time. The faster we add to our membership and the faster our program can be developed, the sooner we will arrive at the goal for which we are all striving.

Mr. R. L. Jurden:—We are 100 per cent behind you. I am glad to say that the time has come when the manufacturers have awakened and are going to run their own business.

Mr. G. W. Martin:—I am sorry that Mr. Murray of our company is absent. We are in the hardwood business, but have been manufacturing yellow pine for a number of years. We are very enthusiastic along any line which will improve conditions in the hardwood industry and we are ready to help in any way in the program which has been outlined by this organization, and you may be sure that there will be no discount on the part that our company will play.

Mr. Max Sondheimer:—You may think you have discovered a new proposition, and there are some of you who will remember an occasion twenty years ago when I was almost barred from an association because, in the discussion, I advocated the very proposition you have adopted here today; namely, that the manufacturer is the man who has the right to make rules for disposing of his property, this, of course, to be done in conjunction with the needs of the consumer or the public he serves.

Mr. W. E. DeLaney:—It seems to me that today we are about to throw off the shackles which have held us in bondage for years, and out of this meeting we are going to have

a 100 per cent organization that can speak with authority for the hardwood producers of this country at Washington or any other place. We have been unfortunate and had our troubles, but we have always played fair. I do not think there is a man who was a member of the American Hardwood Manufacturers' Association who felt that he had done anything wrong although the courts of this country did not agree with us. I am proud of the fact that none of our members have ever unbraided the Supreme Court when the Supreme Court decided that we were wrong, and as 100 per cent loyal Americans, we abide by that edict. I believe in upholding the law.

Mr. F. K. Conn:—I feel almost too good to say anything. I have long felt the need of such an organization as we have brought forward here yesterday and today. Going back into our homes and stirring up enthusiasm is no big job now. We are going back and know before we go that every fellow at home who is manufacturing lumber is going to fall in line, and it is not going to take much of an effort to get him to come into this association. I am 100 per cent for an organization of hardwood manufacturers, and for my company I gladly endorse everything that has been done here.

Mr. B. F. Dulweber:—I am delighted with the results of this meeting. It is the culmination of my highest hope. For years I have felt the need of an organization representing the manufacturers. Not such an organization as we have had before but an organization qualified to speak for the manufacturers throughout the entire country. I am sure we have laid the foundation here today for such an organization.

Mr. C. M. Kellogg:—I can say "Amen" to what the rest of you have said, and I do not know when I have been in a meeting of men who were so sincere in their purposes as you gentlemen seem to be today. I cannot help but feel that anything but good could come to this organization. I think we have started something that is going to make history and it will be history that will be good for the manufacturer and the consumer as a whole. I, of course, will do everything I can for the good of the Institute.

Mr. H. B. Anderson:—You have turned this into an Experience Meeting. Judging by the remarks, I should think the audience would like to sing “This is the day for which I long have sought.” The Government, thru broad-minded constructive statesmen, has held out a hand in order to give us self-government, and it is simply a question of whether the old medieval lumber industry can get up to it. Right now the telephone is almost obsolete. In a few years the automobile will be obsolete as the ox cart is now, yet the hardwood lumber industry is operating under medieval practices that will not and cannot be permitted. This is simply a movement to bring the hardwood lumber industry up to the standard of the 20th century.

Mr. Himmelberger:—I believe we are on the right track. An association of this kind has been needed for a long time. We are for it and will do all we can to help it along.

Mr. E. A. Lang:—I am proud to be associated with men who have the nerve to carry out what you have done in this meeting. Speaking for my company and for myself, I endorse in full the plans you have adopted. As far as I can see, we are right. Let’s go.

Mr. John Raine:—I think we can prove to ourselves and the Government that we are capable of self-government, and again I say “Let’s go.”

Mr. E. B. Norman:—I have not very much to say because my brother has said a good deal for the Norman family, and in a large measure what he has said expresses my personal views. I will say that we are going to call upon the membership as probably never before and there is going to be an effort to make this in every sense national and in no sense sectional. I believe it is expected of us that we form a manufacturers’ association, national in scope, and we are going to make an effort to get all lumber manufacturers and lumber manufacturers’ associations coordinated with us in some way or another. I am in hearty sympathy with The Hardwood Manufacturers’ Institute.

KEEPING THE GOVERNMENT OUT OF THE LUMBER BUSINESS.

Washington, D. C., July 12.—Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, today issued a statement designed to clear the atmosphere with regard to the relation of the Department of Commerce to the movement to standardization in the lumber industry, placing strong emphasis on repeated declarations of Secretary Hoover that the last thing he wants to see is Government interference.

Attention is called to the fact that from the outset Mr. Hoover has sought to make it clear that he considers standardization and simplification of grades, nomenclature, dimensions etc., as a problem for the industry, the Department of Commerce desiring to cooperate in a helpful way only and with no thought of dictation.

It should be recalled in this connection that the Department of Commerce under the law is clothed with only administrative authority. Its functions are not of regulatory character and it has no power of disciplinary action. Its one job is to help American business, industry and commerce within the limits of the laws under which it operates.

Mr. Compton's statement follows:

On May 24, 1922, Secretary of Commerce Hoover said to a group of fifty representative lumbermen in conference with him in Washington:

"The whole object of this conference is to see to it if we can not develop what I think is a primary interest in American industry, and that is self-government. We do not want the Government in any of these issues in any shape or form. And by the success of these conferences we will have effectually buried agitation that has been in progress in that direction. * * *"

There can be no demonstration more positive than this of the purpose of a high official, charged by Federal law with the duty to foster American industry and commerce,

to keep the wasteful hand of Government out of the affairs of ordinary business enterprise. It is particularly noteworthy to lumbermen. It is a direct challenge to the lumber industry to settle its own trade problems; set its own high standards; eliminate its own wastes and itself correct whatever inefficiency there may be in lumber manufacture or defects in lumber distribution. It is an invitation to a constructive program that will bring more certain profit to the producer; more satisfaction at less cost to the consumer; and gradually the more complete utilization of raw materials—a consideration of no small importance in this day of clamor for conservation. It comes from the Department of Commerce, whose sole obligation under the law is to stimulate and aid business and which has no disciplinary or regulatory powers whatsoever. The lumber industry in recent years has seen so much of the Federal Government's "policemen" in the War Industries Board, the Federal Trade Commission, the Department of Justice, and in some respects the "tax gatherer," the bureau of internal revenue, that it is not easy to understand and accept the offer of aid from a department of Government that has no regulatory authority; no power to discipline anything or anybody, and no powers of compulsion.

The specter of Government regulation for many years has been dangled before the eyes of the lumber industry. Public and governmental control has been experimented with from time to time in one industry or another and in some form of degree for twenty years.

Industries whose operations involve the use of natural resources are the chief objects of this experimentation. The imminence of this threat has been often greatly exaggerated. That is indefensible. But more often it has been unduly minimized. That is foolhardy.

The lumber industry has witnessed both extremes. The foolish man urges that the industry ignore its public and governmental relations, stick its head in the sand and just saw wood. The wise man knows that if the industry does that, it will not saw wood very long.

The vast majority of lumbermen recognize that the public has a rightful interest in the efficient, stable and hon-

est conduct of the lumber industry. But in that particular they want the industry to do its own regulating—without the intervention of governmental authority which inevitably drifts into bureaucracy, paternalism and the undermining of the ideals and opportunity of individual enterprise.

When a great industry deliberately commits itself to a constructive program of self-government, it is undertaking the one thing which will effectually bury public agitation and clamor for governmental regulation. That situation and that opportunity now confront the lumber industry. Such popular dissatisfaction as there has been with the lumber industry has risen largely out of four types of more or less misguided political or economic belief:

First, that the industry has been “profiteering”—whatever that means.

Second, that lumber manufacture is inefficient and is deliberately wasteful of natural resources. Ridiculous, but wide-spread.

Third, that natural resources really ought never to have become private property but should have been held for all the people. Sentimentally attractive perhaps but economically impossible.

Fourth, that the costs of sawing boards from trees are excessive; that the methods of distribution are loose, inefficient and cost too much; and that the consumer is the victim, is often imposed upon and is left to “hold the sack.” Probably a half truth.

1. The “profiteering” charge is based upon extraordinarily high prices that have occasionally prevailed for brief periods. The occasional “peak” prices have incensed the buyers and have developed a false standard for adjudging the profitableness of the industry. These short periods of abnormal profit are followed by much longer periods of no-profit or of loss. Both buyer and seller will benefit if this “see-saw” of lumber prices can be eliminated or at least reduced.

2. During the last few years requests have been made, even from within the lumber trade itself, that the Government establish the lumber grading rules and itself conduct

the inspection. The arguments in support thereof—stripped of pretense and disguise—amount in substance to the assertion that if the Government would only fix and enforce the grades of lumber, then the sawmill men could be compelled to put fewer defects in their lumber; and that the buyers could get thicker lumber and get it cheaper. An absurdity to be sure; nevertheless asserted by men themselves engaged in the lumber trade.

It is impossible to have at the same time fewer defects and thicker sizes on the one hand, and lower prices and less waste of natural resources on the other. The trees are not made that way. The efficiency of utilization of the raw material by the lumber manufacturer will keep pace with the willingness of the consumer to use suitable lower grade material and to pay a reasonable price for it. The solution of the so-called "waste" problem lies in the hands more of the buyers and consumers of lumber than of the producers. The sawmill man will utilize everything that he can sell without loss. The consumer can largely settle this problem by refraining from demanding lumber of a quality better than he needs; or of sizes thicker than is reasonably necessary for the purpose for which it is used.

3. There is a considerable group of neo-socialists who are uncertain whether they are near-believers in socialism or believers in near-socialism who protest the private ownership of natural resources, the basis of our national wealth. They are favorable in general to any measures calculated to result in the return of the natural resources to the public, thru Government ownership; and they are not without substantial representation in Congress and in Government departments.

4. The respects in which the methods of distributing the products of the sawmills from producer to consumer are loose and defective are well known in the lumber trade. Systems of grading of lumber and inspection service to insure the proper application of the grades, and, sometimes, the arbitration of disputes not otherwise settled are the guarantees to the buyer and consumer which the lumber trade now affords.

Inadequacies in Grading Rules.

But these are known to be generally inadequate. The grading systems, altho well developed, are by and large, diverse, dissimilar and sometimes confusing. Inspection service is often not available in such manner and upon such terms as to secure the universal maintenance of the published official grades. A sound or lasting system of lumber distribution can not be built upon a basis which permits irregularity, manipulation or substitution either at the saw-mill or in the course of distribution.

It is apparently generally agreed among practical lumbermen that grading systems can be simplified and made more intelligible to the ordinary buyer and consumer; that grade names can be made more logical; that variations in size and standards, as between species, can be considerably reduced (altho a single set of uniform size standards for all lumber is wholly impracticable); that grades can be marked at small expense on pieces of lumber; and that inspection service can be made available to buyers and sellers whenever needed to enforce the observance of standard official grades. These things are agreed to be practicable. The only question is whether they are necessary and worth what they would cost.

The problem of securing to the wood-using public an adequate supply of lumber, with avoidance of unnecessary waste, at reasonable cost, and with suitable guaranties of both quality and quantity is one which the lumber trade itself should settle. We should not leave it to public or governmental authority or run any chance of "police" taking any foothold whatever. But until the lumber industry does all that it can reasonably do in that direction it can hardly expect the complete measure of confidence of the lumber-consuming public, which it ought to have. Nor will the lumber business be as stable as it ought to be; nor as profitable.

Efforts Made To Solve Problems.

The plan of simplification of grades and sizes and enlarged inspection service which the lumber industry has undertaken during the last two years is the effort of the lumber industry to demonstrate its ability to settle its own

problems, without legislation and without governmental intervention in the conduct of the lumber business in any shape or form. A few lumbermen have expressed concern lest the co-operation of the secretary of commerce for this purpose might mean some form of governmental regulation or interference. The exact statements of Secretary Herbert Hoover to the lumbermen in conference in Washington, May 22 to 26, should be re-assuring on this point, coming from an official who under the law has no authority to regulate or intervene in business affairs and has repeatedly denounced governmental interference with ordinary business affairs, in no uncertain terms.

One of the difficulties of our whole national economic system is the expensiveness of our distribution. And these questions that we are going to discuss here, practically all of them, are distribution questions; the guaranties of qualities, the simplification of dimensions, the grading of lumber, all of them, are steps in advance toward reducing the cost and the wastes in distribution.

Now I take it that we have a pretty definite program to discuss, and there is little occasion for generalization. Whatever is arrived at must be arrived at at your initiative and upon your agreement.

The first is the question of grading lumber. When we come to questions of grading, the first thing that one runs against is the nomenclature—of the actual names that are in use for different commodities, and different quality of standards of that commodity. So that a primary necessity is to have some agreement on the terms that are to be applied.

Then we come to the questions of guaranties as to how, after lumber has been divided on any such basis as we may determine as to its nomenclature, the public is to have any assurance as to what it gets. And there we have to enter into the problems of inspection, and certification, and marking, or other devices that might be developed to give some assurances to the consumer.

Now, the third branch of the discussion is that of simplification; simplification of dimensions and other items that make for economy in both production and transporta-

tion and distribution. The difficulties, of course, are very large, more especially as there are some 40,000 sawmills in the country.

I would like to make this general observation, that there has been agitation in the lumber trade, or among the public, for the last twenty-five years for some kind of Government grade and Government control of that type. Some of the branches of the lumber trade themselves have recommended measures of that order. My own feeling is that if we can develop these things thru the internal machinery of the trade itself, as a matter of self-government in the trade, that we will have secured something even more fundamental than that, and that is the sense of self-reliance in the American people.

The trades can do these things infinitely more efficiently than Government can do them. If the Government does them, it means the further establishment of bureaucracy, and one of the most dominant notes of all Government bureaucracy is to try to grab something more, some new function which it can undertake.

Now the inefficiency of bureaucracy in the conduct of its business needs no elaboration from me. Its inefficiencies are inherent in the character of its works. The clear object of good government is to keep governmental functions down to the minimum.

This is fundamentally a question of developing business standards and business ethics, developing them in the industries themselves for the protection of the consumer and the trade, for effectuating simplifications that will make for economy in production and distribution, and to give actual guaranties, if we can devise them, that will go straight thru to the consumers.

One of the great objects in this work is that we should make a demonstration to the public that the lumber industry is able to clean its own house, and set its ethical standards at such a high level as to be beyond all challenge, and in that way we are able, if we may succeed here, to avoid the old and much mooted question of governmental interference.

What the Lumber Trade Can Do.

It is, of course, important that lumbermen have a clear understanding of the purpose, nature and direction of the activity thus undertaken with the cordial support of the Department of Commerce. The lumber trade can if it wishes do all these things without any reference to, or any contact whatever with the secretary of commerce or with any department of Government. Some detached, disinterested and impartial agency, however, has been necessary to get the lumber trade to work together on this matter and to give to the lumber trade in this effort the confidence of the consumer and the general public, which is invaluable if results are to be lasting.

Moreover, the secretary of commerce has the wisdom and the courage and the definite intention to confine his cooperation to helping the lumber industry to help itself. This constructive program has the definite purpose of avoiding governmental interference in the conduct of the lumber business. It must not be permitted to involve the industry in any of the "policing" powers of Government. The industry can do its own "policing" if it will, and when it is needed. That is the aim and end of this constructive program which in the opinion of those lumbermen who have studied the industry's need, and have both seen and heard, is deserving of the confidence and support of lumbermen who believe in self-government in industry; who are interested in the lumber industry because they intend to stay in it; and who would rather run their own business than have it run for them.

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